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| **YOGEET CHANDNA**  **Senior Professional**  Acknowledged for strengthening companies to lead in highly competitive situations, targeting assignments in **Sales & Marketing and Services** with an organization of high repute   * yogeet\_chandna@rediffmail.com 9667063424     **YOGEET CHANDNA**  **Senior Professional**  Acknowledged for strengthening companies to lead in highly competitive situations, targeting assignments in **Sales & Marketing and Services** with an organization of high repute  Location Preference: **Delhi/NCR**    [yogeet\_chandna@rediffmail.com](mailto:yogeet_chandna@rediffmail.com) 9667063424 |
| knowledge24x24iconsProfile Summary |
| * **Achievement-driven professional** with an experience of **20 years** * Enterprising leader with excellent record of contributions that streamlined operations, invigorated businesses, heightened productivity & enhanced internal controls * Combined multi-disciplinary experience (across Sales, Services, Strategy, Industry Analysis, Account & Portfolio Growth Ownership) to catapult the profits of the organization * Leveraged entrepreneurial capability and skills in translating corporate vision, to overcome complex business challenges and deliver on high-impact decisions; renowned for driving an auction base to glide revenue * Garnered buy-in from stakeholders behind major initiatives while at the same time building credibility and delivering on customer confidence * Key member of the team that institutionalized strategic planning, control processes and systems businesses at a global level; gained various recognitions for not only the organizational growth performance but also excellence in its strategy formulation and other business processes * Enhanced organizational reach and market share through the application of robust strategies, effective pricing and excellent client relationship management * Directed cross-functional teams using interactive and motivational leadership; acknowledged for recruiting and mentoring leaders with an equal desire to win |
| core24x24iconsCore Competencies |
| |  |  |  | | --- | --- | --- | | **Sales & Business Development** | **Territory Growth Management** | **B2C Sales** | |  |  |  | | **Strategic Market Positioning** | **Market & Competitive Analysis** | **Strategic Alliances** | |  |  |  | | **Distribution / Channel Management** | **Stakeholders Management** | **New Product Launch** | |  |  |  | |
| career24x24iconsCareer Timeline |
| **Jan’11 – Oct’12** **Branch Head-Rajasthan, Hitachi Home and Life Solutions India Ltd.**  **Dec’15 – Till Date** **Deputy General Manager, Johnson Controls Hitachi Air-conditioning India Ltd.**  **Oct’12 – Nov’15** **Sales Head, Hitachi Home and Life Solutions India Ltd.** |
| exp24x24icons Work Experience  **Deputy General Manager, Johnson Controls Hitachi., New Delhi Dec’15 – Till Date**  **Regional Manger**  **Key Result Areas:**   * Setting target region wise and reviewing the same as per the market dynamics, assisting the team in achieving the same * Maintained & built relationships with all clients, dealers & distributors / * Acquiring new clients, expanding customer base and ensuring payment recoveries at scheduled time from dealers & distributors through regional managers & team. * Identifying& developing new streams for revenue growth. evaluate, negotiate, & manage business opportunities like new sales, projects which will contribute to the organizations short and long-term business goals * Conducting meetings and negotiations with customers to harvest business opportunities and protect the organizations business interests * Executed an effective review and reporting system with respect to KRAs for the sales organization in alignment with business objectives of the organization * Formulated strategy for channel management by gathering marketing information of the competitors and devising action plans. * Developing relationship with Consultants/Architects/MEPs for growth of business. * Preparing Annual Operating Plan (AOP) for short and long term. * Developing team members and ensure customer engagement with them for enhancing revenue. . * Assessment of area managers on their KPI on monthly/quarterly/yearly basis.   **Sales Head, Hitachi Home and Life Solutions India Ltd. New Delhi Oct’12 – Nov’15**  **Key Result Areas:**   * Headed Sales and Operations of Space Makers and FCU and provided critical equipment cooling solutions * Formulated sales strategy by gathering marketing intelligence of the competitors and worked towards core areas that includes action plans to counter competition and focus on Corporate Social Responsibility * Maintained excellent relations by ensuring business continuity through long-term partnerships with telecom companies   **Highlights:**   * Administered key customers such as Telecom Operators that include Bharti Airtel, Vodafone, Idea Cellular, Aircel and BSNL * Managed Telecom Infra: Indus Towers Ltd., GTL, Viom, Bharti Infratel, ATC Tower, ZTE, Huawei, Alcatel, Ericsson, TTML, Power Sector: Power Grid, ABB, Crompton Greaves, Alsthom, Siemens, GET Power, Railways: Railtel * Introduced FCU business to Indus and ensured smooth operation of supply and installation of FCU of 28000 * Attained 74% growth in FY 12-13 * Successfully drove cross-functional teams for smooth operation of FCU project   **Branch Head-Rajasthan, Hitachi Home and Life Solutions India Ltd., Jaipur Jan’11 – Oct’12**  **Highlights:**   * Spearheaded 70 dealers, 6 distributors and 120 no sub dealers * Defined& Forecast Sales Volume/Product Mix and achieved Profit Goal & Market Share * Accelerated the turnover of the branch and improved share of business * Gathered marketing intelligence of the competitors and devising strategies and action plans to counter competition   Previous Experience  **Manager-Key Accounts Hitachi Home and Life Solutions India Ltd., New Delhi Jan’08 to Jan’11**  **Sales Manager-Solutions and Corporate Sales, Hitachi Home and Life Solutions India Ltd., Chandigarh Mar’01 – Jan’08**  **Area Sales Executive-Project Sales, Voltas Ltd. Delhi Sep’99 – Feb’01**  ***(A Leading Engineering Company of Tata Group)***  **Engineer-Testing, Crompton Greaves, (Business Communication Division), Chandigarh Aug’94 – Aug’96**    edu24x24iconsEducation   * Master of Business Management in Marketing Management (First Class) with 67% from RA Podar Institute of Management, Jaipur in 1998 * Bachelor of Engineering in Electronics and Communication (First Class) with 75% from Panjab Engineering College, Chandigarh in 1994 * 12th from Mukand Lal National College, Yamunanagar with 85% in 1990 * 10th from St Thomas School, Jagadhri with 85% in 1988   Trainings Attended   * Key Account Management Training from IIM Calcutta * ‘Internal Auditing-ISO’ conducted by Confederation of Indian Industry * Management Development Programme’ conducted by Baroda Productivity Council   Personal Details  **Date of Birth:** 5th April 1972  **Languages Known:** English, Hindi  **Address:** House No. 204, Icon towers,Omaxe Heights, Sector 86, Faridabad – 121002, Haryana |